C-E LCMC SMALL BUSINESS PROGRAMS SUPPORTING LIFE CYCLE SOLUTIONS FOR TEAM C4ISR

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SUPPORTING ARMY READINESS & TRANSFORMATION - OPPORTUNITIES FOR SMALL BUSINESS

FOR FISCAL YEAR 2004 SMALL BUSINESS:

- **RECEIVED OVER $15.4B REPRESENTING 28% OF TOTAL ARMY U.S. DOLLARS OBLIGATED**

- **RECEIVED OVER $5.4B REPRESENTING 17% OF TOTAL ARMY MATERIEL COMMAND U.S. DOLLARS OBLIGATED**

- **CRITICAL SUPPLIER OF TECHNOLOGY, EQUIPMENT AND SERVICES SUPPORTING GLOBAL WAR ON TERRORISM (GWOT)**

MISSION

MANAGE THE C-E LCMC SMALL BUSINESS PROGRAM TO *MAXIMIZE* SMALL BUSINESS PRIME CONTRACT AND SUBCONTRACTING OPPORTUNITIES THROUGH STRATEGIES PROVIDING CUSTOMERS *OPTIMAL* BUSINESS SOLUTIONS

VISION

BE THE RECOGNIZED SADBU LEADER IN DoD AND INDUSTRY ON HOW TO CONDUCT OUTREACH, IDENTIFY/SECURE OPPORTUNITIES AND FACILITATE RELATIONSHIPS FOR SMALL BUSINESS CONSISTENT WITH PROGRAM GOALS

C-E LCMC FY04 PERFORMANCE

SB GOAL 16.6%
ACHIEVED 18.6%

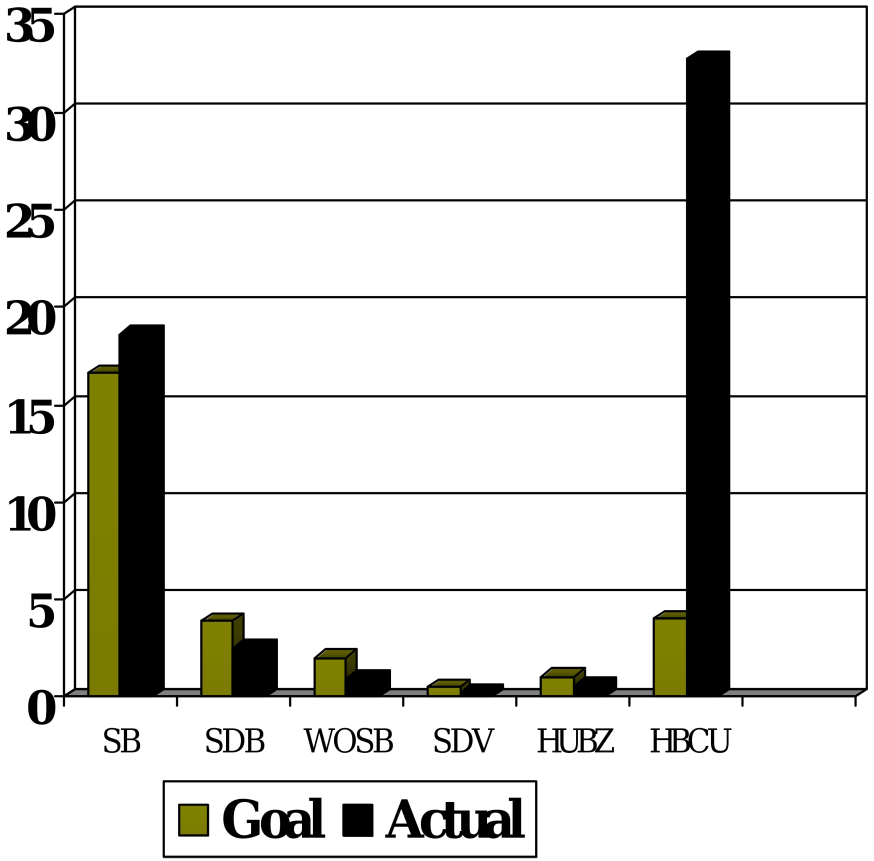
SDB GOAL 3.9%
ACHIEVED 2.5%

WOSB GOAL 2.0%
ACHIEVED 0.9%

SDVOSB GOAL 0.5%
ACHIEVED 0.2%

HUBZONE GOAL 1.0%
ACHIEVED 0.6%

HBCU/MI GOAL 4.0%
ACHIEVED 32.7%



C-E LCMC FY05 PERFORMANCE

DATA AS OF 31 MAY 2005

SB GOAL 17.7%
ACHIEVED 17.3%

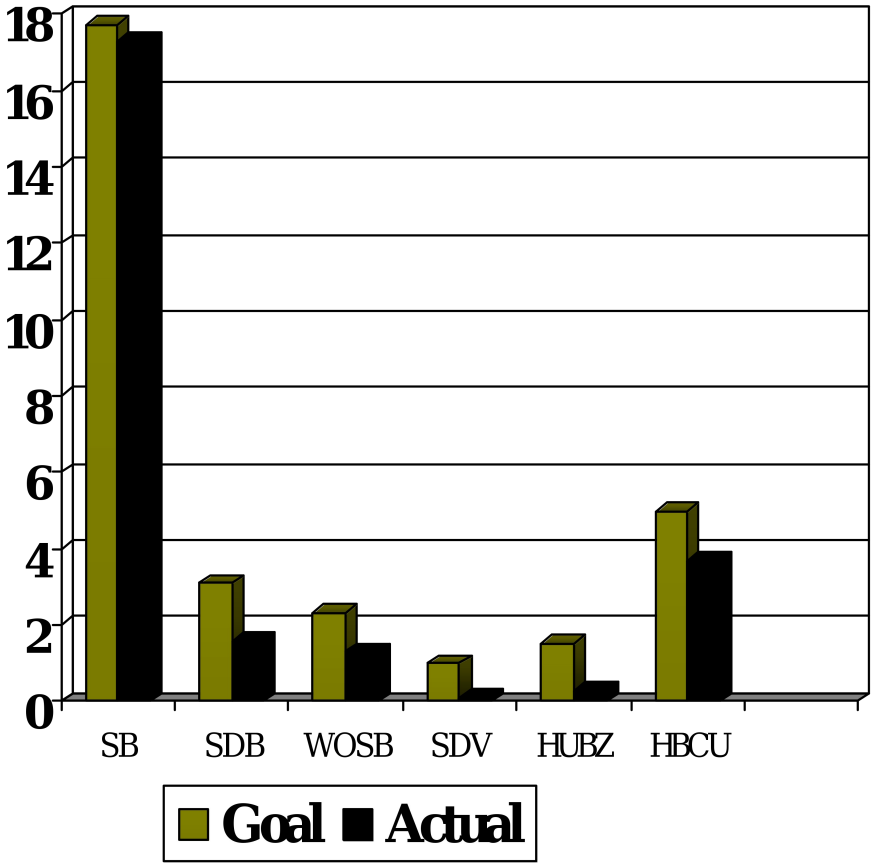
SDB GOAL 3.1%
ACHIEVED 1.6%

WOSB GOAL 2.3%
ACHIEVED 1.3%

SDVOSB GOAL 1.0%
ACHIEVED 0.1%

HUBZONE GOAL 1.5%
ACHIEVED 0.3%

HBCU/MI GOAL 5.0%
ACHIEVED 3.7%



INSIDE THE NUMBERS

- SMALL BUSINESS RECEIVED IN EXCESS OF $1B
  TOTAL C-E LCMC U.S. DOLLARS FOR SECOND CONSECUTIVE FISCAL YEAR

- FY05 OBLIGATIONS THROUGH MAY 05 FOR SDB, HUBZONE AND HBCU/MI DOWN FROM MAY04

- FY04-05 HBCU/MI ACHIEVEMENT ATTRIBUTED
  SOLELY TO INDIVIDUAL OMNIBUS CONTRACT

- DATA SKEW PROBABLE DUE TO CONTRACT

INDUSTRY ENGAGEMENT

- SADBU OFFICE VISIT – NOT “ONE STOP SHOPPING”
- SOURCES SOUGHT, MARKET SURVEY AND MARKET RESEARCH ANNOUCEMENTS
- C-E LCMC CUSTOMER AND PRIME CONTRACTOR RELATIONSHIPS
- R&D/SERVICES – TURN EXCEPTIONAL SUBCONTRACT PERFORMANCE INTO PRIME CONTRACT OPPORTUNITIES
- MANUFACTURING – PRIME CONTRACT SECONDARY ITEMS OPPORTUNITIES SUPPLEMENTED BY MAJOR SYSTEM SUBCONTRACTING OPPORTUNITIES

SADBUO ENGAGEMENT

- MARKET RESEARCH TEAM
- CUSTOMIZED ALTERNATIVES FOR CUSTOMERS
- ACQUISITION/SMALL BUSINESS STRATEGY COORDINATION
- SBA PROCUREMENT CENTER REPRESENTATIVE/DISTRICT OFFICE COLLABORATION
- ACQUISITION SPECIFIC CONFERENCES

ORDER OF PRECEDENCE

1. 8(a) PROGRAM:
   - EITHER SOLE SOURCE 8(a) AWARD (FAR 19.805-1) WITH PREFERENCE FOR HUBZONE 8(a) CONCERNS (FAR 19.800(e)); OR
   - COMPETITIVE 8(a) SET-ASIDE (FAR 19.805-1)
2. HUBZONE SET-ASIDE (FAR 19.1305(a))
3. HUBZONE SOLE SOURCE AWARD (FAR 19.1306(a))
4. SERVICE-DISABLED VETERAN-OWNED SET-ASIDE (FAR 19.1405(a))
5. SERVICE-DISABLED VETERAN-OWNED SOLE SOURCE (FAR 19.1406(a))
6. TOTAL SMALL BUSINESS SET-ASIDE (FAR 19.502-2)
7. PARTIAL SMALL BUSINESS SET-ASIDE (FAR 19.502-3))
8. FULL AND OPEN COMPETITION (FAR 6.1)

TEAMING/PARTNERING

- **OPPORTUNITY TO DRIVE STRATEGY – TOTAL SET-ASIDE OR BREAKOUT**

- **SBA "RELAXED RULE" OF AFFILIATION - 13 CFR 121.103(f)(3)(i)**

- **FORMAL (i.e. LLC) JOINT VENTURE AND TEAMING AGREEMENTS**

- **LIMITATION OF SUBCONTRACTING**

- **OSTENSIBLE SUBCONTRACTING**

MENTOR-PROTÉGE

- ACTIVE AND GROWING DA SADBU PROGRAM
- BUILD STRATEGIC PRIME-SUB RELATIONSHIPS AND PROVIDE NECESSARY TECHICAL/MANAGEMENT ASSISTANCE
- DoD PRIME CONTACTORS WITH AN ACTIVE SUBCONTRACTING PLAN - EXCEPTIONS
- EXPANDED MENTOR AND PROTÉGÉ POOLS
- CUSTOMER (SPONSOR), PCO AND SADBU COLLABORATION FOUNDATION FOR SUCCESS
- SOURCE SELECTION EVALUATION CREDIT

CHALLENGES

- SIZE STANDARDS
- CONTRACT REPORTING
- BUNDLING
- SUBCONTRACTING ACCOUNTABILITY
- ENTERPRISE IT MANAGEMENT
- CULTURAL PARADIGMS

OPPORTUNITIES/INITIATIVES

- HUBZONE AND SERVICE-DISABLED VETERAN-OWNED SET-ASIDE GOALS
- MANUFACTURING EXCLUSIVITY
- PROMOTE SMALL BUSINESS TEAMING AND JOINT VENTURE RELATIONSHIPS
- HISTORICALLY BLACK COLLEGES/ UNIVERSITIES AND MINORITY INSTITUTION GROWTH AND DIVERSITY
- CONSOLIDATION = COMMITMENTS
- STRATEGY ALTERNATIVES TO GSA

C-E LCMC SADBU TEAM

COMMITMENT TO SMALL BUSINESS PROGRAM EXCELLENCE!

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